## AMENDMENT TO THE DRAWINGS

Submitted herewith are drawings of record showing proposed changes in permanent red ink for approval by the Examiner. Specifically, Applicant has amended Figure 10 such that the amounts shown for "Close Deal Unit Cost Total" and "Dead Deals % of Sub-TC Total" correspond with the amounts shown in Figure 11. Additionally, Figures 10 and 11 have been amended such that the amount shown for "Total Costs Total" corresponds with the amount shown in the specification and in Figure 5. Furthermore, Figures 6 and 10 have been amended to show "Preferred Equity". Applicant respectfully requests approval of the indicated drawing changes. In anticipation of the Examiner's approval of the drawing changes, submitted herewith are replacement drawing sheets incorporating the requested changes. No new matter has been added.

## ANNOTATED SHEET SHOWING CHANGES

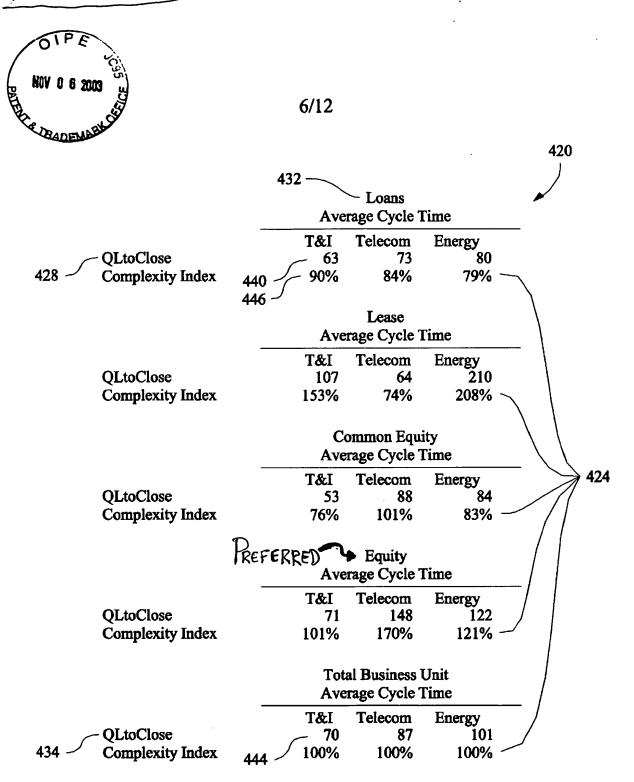
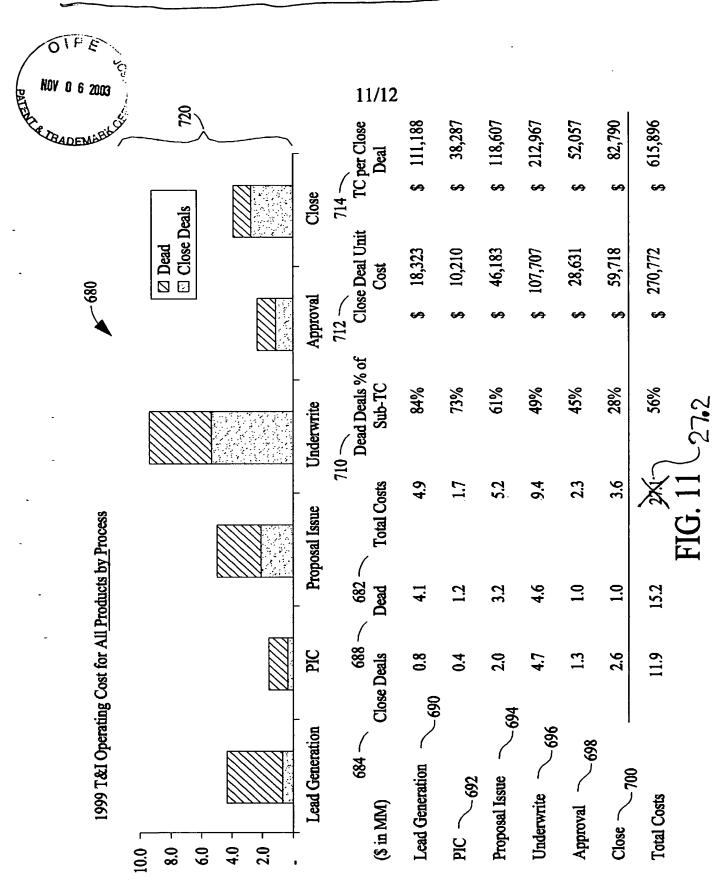


FIG. 6

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,0,0,0,0,0,0,0	`		632	<del>69</del>		65)			69	<del>69</del>
REFERRED EQUITY  Sead — Hit Rates  29%  29%  20%  20%  20%  20%  20%  20%	Multi-Products	Multi-Products	Multi-Products	٠ د	0.5	\$ 0.5	100%	%0	#DIV/01	#DIV/01
	Common Equity 1	Common Equity	642 Common Equity	0.4	1.3	1.7	<i>1</i> 6%	78%	199,093	840,785
TER -	ounuo,	Com	_ ්ට්	69		89			€9	<del>6/3</del>
	Equity (	(Equity)	Egity (	50	1.6	2.2	76%	33%	261,834	\$ 1,083,511
Deals 33	( <u>a</u>	$\mathcal{I}$	83	<i>)</i>		8			€9	
73% Close Deals		Leases	eases	4.4	4.5	9.0	51%	73%	403,064	815,315
	Leases	, ,	T 969	€9		₩			€9	€9
- I NEEL -	្ន	Loans	Loams	6.9	7.0	13.9	21%	21%	\$ 236,648	\$ 478,763
by Pr			634 -	<del>5/3</del>		69			69	<del>⊗</del>
1999 T&I Operating Cost by Product 20.0 57%	Loans	(\$ in MM)		Deal	Dead Deal Costs	Costs	Dead Deals % of Sub-TC	Hit Rate (DAM to Close)	Close Deal Unit Cost	656 CTC per Close Deal 656
1999			(\$ in MM)	Close Deal	Dead 1	Total Costs	Dead J	Hit Ra	Close	TC pe

FIG. 10

## ANNOTATED SHEET SHOWING CHANGES



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